

GUSTAV HENINGBURG ASSOCIATES, INC.

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Description of Company Services

1991-1991

- o Construction Related Services -- With a clear understanding of the historic patterns of racial discrimination and exclusion in the construction industry on both the local and national levels, the principals of Gustav Heningburg Associates [GHA] established its Construction Division to assist public and private sector agencies in complying with public policy mandates for equitable minority business and worker participation on construction projects, without disrupting the financial feasibility of the projects themselves.

These services include, but are not limited to:

- Design and implementation of programs to assure MBE requirements will be successfully carried out.

Includes preparation of appropriate language for inclusion in General Bid Conditions and working with the General Contractor in identifying competent MBE's in the region.

- Representing project owner in negotiations with contractors, unions, State officials, MBE's, and craftsmen.
- Collection of data for preparation of reports regarding minority participation.
- o Public & Government Relations -- GHA provides these services based on client need. The range and scope include: preparation of news releases; scheduling press conferences; placing ads; brochure design; special events planning; marketing and working directly with client to develop business strategies; and conference design and coordination including delivery and evaluation.

The Government Relations aspect includes working with local, state and federal agencies on behalf of the client.